

## Message Text

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ACTION ARA-14

INFO OCT-01 ISO-00 CAB-02 CIAE-00 DODE-00 DOTE-00  
EB-08 INR-10 NSAE-00 FAA-00 L-03 XMB-02 AID-05  
PM-05 NSC-05 SP-02 SS-15 PA-01 ICA-11 /084 W  
-----071601 281947Z /45

R 271432Z APR 78  
FM AMEMBASSY ASUNCION  
TO SECSTATE WASHDC 2891  
USDOC WASHDC  
AMCONSUL RIO DE JANEIRO

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RIO FOR FAA REPRESENTATIVE

E.O. 11652: N/A  
TAGS: BTIO, BENC, EAIR, EFIN, PA  
SUBJ: MAJOR PROJECTS: EQUIPMENT FOR INTERNATIONAL AIRPORT

REF: 77 ASUNCION 4182

1. SUMMARY. AMBASSADOR AND COMMERCIAL ATTACHE VISITED NEW TERMINAL AT AEROPUERTO PRESIDENTE STROESSNER ON 28 APRIL. VISIT WAS INTENDED TO SHOW FLAG AND UNDERLINE EMBASSY SUPPORT FOR U.S. EQUIPMENT FOR THE AIRPORT. ACCORDING TO GOP OFFICIAL, AWARD FOR COMMUNICATIONS, NAVI-GATIONS, RADAR, AND SECURITY SYSTEM WILL BE MADE IN FIRST THIRD OF MAY. SUPPLIERS OF AMERICAN EQUIPMENT ARE WORKING HARD TO SECURE CONTRACT BUT HAVE EXPRESSED FEAR THAT HIGH POLITICAL LEVELS OF GOVERNMENT MAY MAKE DECISION ON OTHER THAN STRICTLY ECONOMIC GROUNDS. END SUMMARY.

2. ACCORDING TO AN OFFICIAL AT THE MINISTRY OF PUBLIC WORKS AND COMMUNICATIONS, THE AWARD FOR EQUIPMENT FOR THE NEW INTERNATIONAL TERMINAL AT AEROPUERTO PRESIDENTE STROESSNER, ASUNCION, WILL BE MADE IN THE FIRST HIRD OF MAY. TWO COMPANIES, PAGE IBERICA,  
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A SUBSIDIARY OF NORTHRUP, AND CALMAQUIP ENGINEERING CORPORATION OF MIAMI, HAVE SUBMITTED BIDS CALLING FOR SUPPLY OF U.S. MANU-FACTURED EQUIPMENT. ACCORDING TO INFORMATION AVAILABLE TO THE EMBASSY, BOTH PAGE AND CALMAQUIP HAVE SECURED EXIM SUPPORT AS PART OF THE FINANCIAL PACKAGE.

3. EMBASSY HAS BEEN SUPPORTING THESE COMPANIES' EFFORTS. TO

UNDERLINE THAT SUPPORT, THE AMBASSADOR AND THE COMMERCIAL ATTACHE ON APRIL 28 UNDERTOOK A TOUR OF THE NEW AVIATION TERMINAL NOW IN THE FINAL STAGES OF THE BRICK-AND-MORTAR PHASE OF CONSTRUCTION. ROQUE GONZALEZ, DIRECTOR GENERAL OF PUBLIC WORKS, CONDUCTED THE INSPECTION TOUR OF THE NEW FACILITIES WHICH HE SAID WILL BE OPERATION IN AUGUST (COINCIDE WITH PRESIDENT STROESSNER'S NEW TERM OF OFFICE). THE PRESENT INTENTION IS TO OPERATE THE AIRPORT WITH OLD COMMUNICATIONS AND NAVIGATIONS EQUIPMENT UNTIL THE NEW EQUIPMENT IS INSTALLED.

4. THE INSPECTION TOUR RECEIVED GOOD COVERAGE IN THE LOCAL PRESS AND SERVED THE PURPOSE OF EMPHASIZING THE EMBASSY'S INTEREST IN THE PROJECT. WE DEEMED THE GESTURE IMPORTANT IN VIEW OF THE RUMORS THAT ATTEMPTS HAVE BEEN MADE AT THE HIGHEST LEVEL OF GOVERNMENT TO INFLUENCE AWARDED THE CONTRACT TO A GERMAN GROUP. FINAL DECISION WILL BE MADE BY ECONOMIC COORDINATING COMMITTEE HEADED BY THE PRESIDENT.

5. EMBASSY UNDERSTANDS THAT BIDS FOR COMPLETE PACKAGE RANGE FROM ABOUT 7 TO 11 MILLION DOLLARS. DESPITE THE REQUIREMENT IN THE TENDER FOR BIDDING ON THE COMPLETE PACKAGE OF EQUIPMENT, GONZALEZ INDICATED TO EMBOFF THAT DECISION MIGHT BE MADE TO AWARD SEPARATE CONTRACTS FOR VARIOUS TYPES OF EQUIPMENT.

6. PARAGUAYAN ARMED ORCES ARE IVOLVED IN THE OPERATION OF THE AIRPORT AND REORTEDLY FAVOR U.S. EQUIPMENT. PARAGUAYAH AIR LIMITED OFFICIAL USE

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FORCE OFFICIALS HAVE APPROACHED ODC RE SOME TECHNICAL AND TRAINING ASSISTANCE IN CONVERSATIONS WITH PARAGUAYANS, ODC OFFICIALS EMPHASIZED IMPORTANCE MISSION ATTACHES TO USE OF U.S. CIVIL AVIATION EQUIPMENT. EMBASSY HAS ALSO PUT FORTH POSSIBILITY OF TECHNICAL ASSISTANCE BY FAA IF AMERICAN EQUIPMENT IS PURCHASED. WE WILL CONTINUE TO FOLLOW DEVELOPMENTS CLOSELY.

WHITE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EQUIPMENT, AIRPORTS, NAVIGATIONAL AIDS, PROGRAMS (PROJECTS)  
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**Copy:** SINGLE  
**Draft Date:** 27 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Expiration:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Reference:** 77 ASUNCION 4182  
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**Status:** NATIVE  
**Subject:** MAJOR PROJECTS: EQUIPMENT FOR INTERNATIONAL AIRPORT  
**TAGS:** BTIO, BENC, EAIR, EFIN, PA  
**To:** STATE COM  
**Type:** TE  
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